R J Reynolds
Tobacco Company

M. J. GOODMAN
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June 28, 1996

RJR Account # 153480
JOHN ZARBANTY
PETER P. DENNIS INC.
1224 S MAIN ST
PHILLIPSBURG, NJ 08865

August Doral Buy Two Packs Get Free Match Tin #600908

To: JOHN ZARBANTY

Doral product has been ordered (see quantities below), as well as the premium/shippers (item # 508304) to pack your Doral August 1996 automatic monthly display shipment to your participating retail accounts. All additional pertinent promotional information is listed below:

UPC Code	Style or Item	# (12m) Cases
12300-15212	Doral LT 100	1
12300-15812	Doral Menthol LT 100	1
12300-70504	Premium shipper case	33

These allocations will allow you to build :	33 Shippers
These shippers will service:	29 Retail Stores
Product/Premium Arrival:	Week of July 22, 1996
Ship Date to retail	Week of August 5, 1996
The PO # for this order is:	
SKU Cube:	1.2760
Retail Sales Offer per SKU	20 Offers
Billing per SKU	4 Savings Priced Cartons
EFT $ Amount	
Non EFT Amount	$1,066.96

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Source: https://www.industrydocuments.ucsf.edu/docs/qhyn0000

Doral B2GF Match Tin
Account: PETER P. DENNIS INC. / 153480

Promotion Description: Utilizes self-contained shipper. Shipper has 20, buy 2 packs get a free Match Tin with matches. 2 Doral packs should be placed in each B2GF Match Tin sleeve to create the offer. When built the shipper will contain 10 deals (2 cartons) of each of the 2 Doral brand styles listed on page 1 of this letter.

Ship the number of displays to each account as noted on the enclosed retail account listing.

Attached is a list of retail accounts authorized to receive the packed displays. RJR will reimburse you $28.00 per live 12M case for all displays packed and shipped to retail on a timely basis. this equates to $61.60 (2 cases @ $28.00).

Attached to this letter is a Payment Request form for this promotion. When display packing and retail delivery is complete, sign and date this form. Your RJR representative Lanny Wolfe must sign the form and submit it to out local Operations office for payment.

In addition to packing displays for your own retail accounts, the accounts serviced by the following Sub-Jobbers which you service are included in your allocation. These Sub-Jobbers have been notified to order the completed shippers from you.

P. DENNIS WAM ACCOUNTS 0

Important Note: Due to the rounding of 6m cases of BSGSF product (applies to BSGSF offers only) needed to build this promotion you will have **N/A** shippers remaining after shipping displays to your accounts. RJR reps. will submit prebooks to order out these shippers (and any others you may have due to refusals etc.) An example copy of this prebook is attached. Please honor only this prebook submitted by our representatives and honor accounts on the enclosed VAP list first.

For additional information or questions please contact your RJR Representative: Lanny Wolfe

As always, thanks for your assistance in the marketing of our products

Warm Regards,

Mark

M. J. Goodman

cc: Lanny Wolfe

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Source: https://www.industrydocuments.ucsf.edu/docs/qhyn0000

DORAL BUY 2 PACKS - GET FREE MATCH TIN with MATCHES CLEANUP PREBOOK

IMPORTANT NOTE: The purpose of this prebook is to "cleanup" left over promotion quantities at wholesalers participating in RJR's "Partners Value Added" program. These left over quantities are available on a "first come - first served" basis until quantities are depleted. The quantity of shippers prebooked here may or may not be available for delivery.

Date:_____

Account Name: _____ Retail Account #: _____

Address: _____

City: _____ State: _____ ZIP: _____ Phone: _____

Wholesale Distributor: _____

RJR Representative: _____ Voice Mail Box #: _____
(Dial 1-800 RJR Talk)

Please deliver (if available) the following quantity of Doral Match Tin shippers (each shipper contains 4 Savings Priced cartons).

# of Shippers Requested =======>

Authorized Signature: _____

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Source: https://www.industrydocuments.ucsf.edu/docs/qhyn0000

Wholesale Partners "Value Added" payment request form

Promotion: Doral B2GF Match Tin August 1996 #600908

Note: Payment is based on $28.00 per 12m case of "live" product, packed into displays and delivered to retail accounts as designated by RJR.

Wholesale Partner Name: **PETER P. DENNIS INC.**

RJR Account Number: **153480**

Displays Wrapped and Delivered: 33

Value Added Payment Due: $61.60

Wholesale Partner Signature:_____

RJR Representative:_____

Payment will be mailed directly to the participating Wholesale Partner

==========**Operations Office Use**==========

Date Processed: _____

Processed by: _____

Voucher #: _____

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Source: https://www.industrydocuments.ucsf.edu/docs/qhyn0000

WHOLESALER : 153480 PETER P. DENNIS, INC. <DIRECT>
TEMPLATE : AUGUST DORAL MATCH TIN
TEMPLATE SEQ : 0005
SALES LEVEL : 13XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER
133001	133022	401397	BACHS DRUG	HIGH & MAIN	HACKETTSTOWN	NJ	07840	1			
133001	133022	023626	BAGELSMITH	240 RT. 31	CLINTON	NJ	08809	1			
133001	133022	639616	BAGELSMITH DELI	PERRYVILLE RD	HAMPTON	NJ	08827	1			
133004	133028	421036	BAGELSMITH	403 US HIGHWAY 22 E	WHITEHOUSE STAT	NJ	08889	1			
133001	133022	207113	BAGELSMITH	801 3RD AVE	ALPHA	NJ	08865	1			
133208	133226	839977	BOB'S C-MART & DELI	2134 NORTHAMPTON ST	EASTON	PA	18042	1			
133204	133221	490461	GOOSEY GANDER #7	1017 E EMMAUS AVE	ALLENTOWN	PA	18103	1			11-0341
133204		184295	GOOSEY GANDER	2499 WILLOW PARK RD	BETHLEHEM	PA	18017	1			
133204	133226	183679	HEIGHT MARKET	1811 10TH ST	BETHLEHEM	PA	18017	1			
133204	133226	377831	HELLERTOWN NEWS INC.	1236 MAIN ST	HELLERTOWN	PA	18055	1			153480
133004	133022	402497	HIGGINS NEWS	68 MAIN ST	FLEMINGTON	NJ	08822	1			
133208		671548	INTERSTATE MKT	480 INDUSTRIAL DR	EASTON	PA	18042	1			
133001	133022	412304	JR COUNTRY STORE	RT. 31 NORTH	CLINTON	NJ	08809	1			
133204	133226	654389	KRAUZNER'S FOOD STOR	3750 FREEMANSBURG AV	BETHLEHEM	PA	18017	1		5277-0000	
133001	133022	568245	LOPATCONG CONVEN.	401 BALTIMORE ST	PHILLIPSBURG	NJ	08865	1			
133208	133226	633814	~~MASRI~~'S MINI MKT PAL	1041 BUTLER ST	EASTON	PA	18042	1			
133004		402650	MINI-CHEK	ROUTE 22	WHITEHOUSE	NJ	08888	1			
133001	133022	402542	NYKONS MARKET	ROUTE 46	GREAT MEADOWS	NJ	07838	1			
133001	133022	075543	R.D.J. SERVICE CENT.	ROUTE 46	GREAT MEADOWS	NJ	07838	1			
133001	133022	545013	ROSSNAGLE MOBIL15H8V	RT. 22 & ROSEBERRY	PHILLIPSBURG	NJ	08865	2			
133208	133230	216790	RT. 663 SERVICE CNTR	2030 ROUTE 663	QUAKERTOWN	PA	18951	2			
162207	162221	528410	SHOP N C STORE	4619 MOUNTAINVILLE	WALNUTPORT	PA	18088	1			111346
133001	133022	337931	SUNRISE DELI STORE	195 MAIN ST	HACKETTSTOWN	NJ	07840	1			
133204	133226	433367	UNI MART #14825	1505 PEMBROKE RD	BETHLEHEM	PA	18017	1		3857-0000	
133001	133022	771816	WARREN GLEN GROCERY	ROUTE 627	BLOOMSBURY	NJ	08804	1			
133204	133226	184159	7-11 #11392	2930 LINDEN ST	BETHLEHEM	PA	18017	2		0001-0402	
133208	133230	277515	7-11 #11397	561 S WEST END BLVD	QUAKERTOWN	PA	18951	2		0001-0402	113977
133204	133221	606548	7-11 #23322	11 E SUSQUEHANNA ST	ALLENTOWN	PA	18103	2		0001-0402	

PAGE BREAK TOTAL ACCOUNTS 28 TOTAL QUANTITY 33

TEMPLATE TOTAL ACCOUNTS 28 TOTAL QUANTITY 33

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